



Comcast Corporation
300 New Jersey Avenue, NW
Suite 700
Washington, DC 20001

September 15, 2017

VIA ELECTRONIC FILING

Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

Re: Implementation of Section 6002(b) of the Omnibus Budget Reconciliation Act of 1993, Annual Report and Analysis of Competitive Market Conditions With Respect to Mobile Wireless, Including Commercial Mobile Services, WT Docket No. 17-69

Dear Ms. Dortch:

On September 14, 2017, Brian Josef and I of Comcast Corporation ("Comcast") met with Mary Claire York, Joel Taubenblatt, Judith Dempsey, Garnet Hanly, Leon Jackler, Pramesh Jobanputra, Kate Mataves (via telephone), Paroma Sanyal (via telephone) and Joseph Wyer of the Wireless Telecommunications Bureau.

During the meeting, we discussed Comcast's strong history of innovative service offerings to benefit our customers. We further highlighted key aspects of Xfinity Mobile and the value proposition of this new service for Comcast's customers, as detailed in the attached presentation. Finally, we discussed the Commission's 20th Mobile Competition Report on circulation and clarified the draft's descriptions to more accurately reflect Xfinity Mobile's utilization of cellular and Wi-Fi networks.

Please direct any questions to the undersigned.

Respectfully Submitted,

/s/ David Don
Vice President, Regulatory Policy
Comcast Corporation

Attachment

cc: Mary Claire York
Joel Taubenblatt
Judith Dempsey
Garnet Hanly
Leon Jackler
Pramesh Jobanputra
Kate Mataves (via telephone)
Paroma Sanyal (via telephone)
Joseph Wyer

xfinitymobile

We have a track record of success

HISTORY OF LAUNCHING NEW PRODUCTS



XFINITY INTERNET



XFINITY VOICE



XFINITY HOME

COMCAST
BUSINESS

HISTORY OF INNOVATION



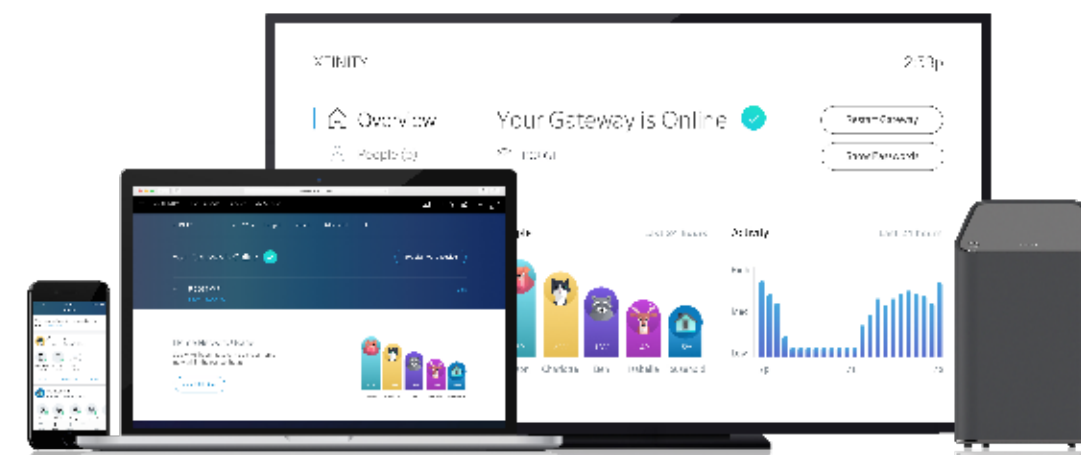
X1



Voice Remote



Stream App



Smart Networking

RECENT RESULTS

- Positive video net additions in 2016 for the first time in a decade
- Added at least 1MM HSD customers for 11 years in a row
- Over 100K On Demand choices
- X1 penetration of nearly 50%

We are pursuing mobile with 3 main goals



Customer Loyalty

The bundle drives loyalty and improves the price-value relationship. We believe including mobile will improve retention.



Customer Growth

We believe mobile will help us grow our cable customer base.



Profitability

We expect standalone economics will be NPV positive per sub at limited scale over time.

Designed to benefit the core cable business

Our strategic assets in mobile

29_{MM}

CUSTOMER
RELATIONSHIPS
(AND GROWING)

130_{MM}

ADDRESSABLE
MOBILE LINES IN
FOOTPRINT

80%

SMARTPHONE DATA
CONSUMED OVER WIFI

18_{MM}

XFINITY WIFI
HOTSPOTS

With access to America's largest and most reliable 4G LTE network

A superior mobile network



Largest and most reliable
cellular network



Largest WiFi network with
18MM hotspots



Automatic connection to
WiFi



The XFINITY Mobile plan Designed to save you money

Included with your XFINITY Internet service



No line access fees
on up to 5 lines



Unlimited nationwide
talk and text



Auto-connect to
XFINITY WiFi hotspots

4G LTE data options



Unlimited
\$45/line

For X1 Premier Customers

No data usage limits –
reduced speeds after 20 GB



By the Gig
\$12/GB

Pay only for the GBs of shared data
you use each month





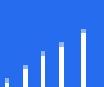

Curtis, 42



Sarah, 28



Frank, 56

	<div>   </div> <div>Married, 2 Children 3 Smartphones 18 GB of data usage Chooses \$45 Unlimited</div>	Single 1 Smartphone 8 GB of data usage Chooses \$45 Unlimited	Married, No Children at Home 2 Smartphones 4.2 GB of data usage Chooses By the Gig
	Unlimited \$135 (\$45 X 3 Lines)	Unlimited \$45	By the Gig \$60
AVERAGE COMPETITIVE OFFER*	\$165	\$83	\$132
ANNUAL SAVINGS	\$360 13% less	\$456 19% less	\$864 44% less

*Averages the best published offers from AT&T, Verizon, and T-Mobile

All the most popular devices



iPhone 7 & 7 Plus



iPhone 6s & 6s Plus



iPhone SE

PAY UPFRONT OR OVER 24 MONTHS, 0%APR

All the most popular devices



SAMSUNG

Samsung Galaxy S7 & S7 Edge



LG

LG X Charge

PAY UPFRONT OR OVER 24 MONTHS, 0%APR